1987 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1987 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY

FOR MANUFACTURERS' REPRESENTATIVES

Product line(s) represented:

32.9 Building Materials	50.6 Lawn and Garden
82.3 Hardware	46.8 Plumbing and Electrical
68.4 Hand and Power Tools	41.8 Paint and Sundries
19.0 Automotive, Toys and Sports	16.5 Housewares

1. Please enter your forecast for 1987 for the following economic indices (on a 12-month average basis) by percentage:

   03.4 % Inflation

   07.3 % Unemployment

   03.1 % Gross national product

   08.0 % Prime interest rate

2. How would you reduce budget deficits?

	Yes	No	Unsure
• Reduce spending on entitlement programs	80.5	14.3	05.2
• Reduce defense spending	64.1	25.6	10.3
• Selectively raise taxes (e.g. oil import fees)	66.2	23.4	10.4

3. How would you assess the Reagan Administration's policy regarding foreign imports?

   01.3 Restrictive

   73.1 Lenient

   25.6 About right

4. What impact have imports had on your company's sales?

   39.2 A significant impact

   57.0 A growing impact

   03.8 Minor or no impact at all

MANUFACTURERS REPRESENTATIVES' SURVEY CONTINUED

5. Assess the reasons for the increase in imports in the consumer hardlines industry.

	Very Important	Moderately Important	Not Important
• Price of imports	87.3	11.4	01.3
• Over-valued U.S. dollar	46.8	46.8	06.5
• Quality of imports	39.2	50.6	10.1
• Non-competitive U.S. labor costs	77.9	19.5	02.6
• Consumer acceptance of imports	50.0	42.3	07.7
• Unfair foreign trade practices	70.3	21.6	08.1

6. Please list three countries whose exports are the toughest foreign competition for your company or other domestic consumer hardlines producers:

1. Taiwan 89.6
2. Japan 66.2
3. Korea 63.6

7. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1987. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	Very Important	Moderately Important	Not Important	Need More Information
1. Parental and disability leave	19.2	32.9	37.0	11.0
2. Double breasting	04.4	14.7	25.0	55.9
3. Occupational disease notification	18.1	33.3	22.2	26.4
4. Increase in minimum wage	19.7	38.0	39.4	02.8
5. Polygraph prohibition	17.6	20.3	41.9	20.3
6. Catastrophic health insurance	48.7	23.7	17.1	10.5

1987 AHMA GOVERNMENT RELATIONS SURVEY
R MANUFACTURER'S REPRESENTATIVES
TABLE 1

PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
BUILDING MATERIALS	26 32.9%	26 100.0%	22 33.8%	18 33.3%	8 53.3%	20 50.0%	14 37.8%	15 45.5%	10 76.9%
HARDWARE	65 82.3%	22 84.6%	65 100.0%	47 87.0%	13 86.7%	35 87.5%	29 78.4%	28 84.8%	12 92.3%
HAND & POWER TOOLS	54 68.4%	18 69.2%	47 72.3%	54 100.0%	13 86.7%	26 65.0%	26 70.3%	21 63.6%	8 61.5%
AUTOMOTIVE, TOYS & SPORTS	15 19.0%	8 30.8%	13 20.0%	13 24.1%	15 100.0%	8 20.0%	8 21.6%	7 21.2%	6 46.2%
LAWN & GARDEN	40 50.6%	20 76.9%	35 53.8%	26 48.1%	8 53.3%	40 100.0%	19 51.4%	22 66.7%	11 84.6%
PLUMBING & ELECTRICAL	37 46.8%	14 53.8%	29 44.6%	26 48.1%	8 53.3%	19 47.5%	37 100.0%	22 66.7%	8 61.5%
PAINT & SUNDRIES	33 41.8%	15 57.7%	28 43.1%	21 38.9%	7 46.7%	22 55.0%	22 59.5%	33 100.0%	11 84.6%
HOUSEWARES	13 16.5%	10 38.5%	12 18.5%	8 14.8%	6 40.0%	11 27.5%	8 21.6%	11 33.3%	13 100.0%
SIGMA	283 358.3%	133 511.5%	251 386.1%	213 394.3%	78 520.0%	181 452.5%	163 440.6%	159 481.8%	79 607.6%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	75 100.0%	25 100.0%	62 100.0%	51 100.0%	14 100.0%	39 100.0%	34 100.0%	31 100.0%	13 100.0%
1.0%	2 2.7%	1 4.0%	2 3.2%			2 5.1%			
2.0%	10 13.3%	2 8.0%	8 12.9%	7 13.7%	1 7.1%	5 12.8%	5 14.7%	7 22.6%	1 7.7%
2.5%	2 2.7%		2 3.2%	2 3.9%					
3.0%	26 34.7%	7 28.0%	22 35.5%	16 31.4%	4 28.6%	14 35.9%	15 44.1%	11 35.5%	7 53.8%
3.5%	1 1.3%	1 4.0%	1 1.6%					1 3.2%	
4.0%	22 29.3%	10 40.0%	17 27.4%	17 33.3%	6 42.9%	14 35.9%	8 23.5%	7 22.6%	3 23.1%
4.2%	2 2.7%	1 4.0%	2 3.2%	1 2.0%		1 2.6%			
4.5%	1 1.3%		1 1.6%				1 2.9%	1 3.2%	
4.8%	1 1.3%	1 4.0%	1 1.6%	1 2.0%		1 2.6%	1 2.9%	1 3.2%	1 7.7%
5.0%	6 8.0%	2 8.0%	5 8.1%	6 11.8%	3 21.4%	2 5.1%	2 5.9%	3 9.7%	1 7.7%
6.0%	1 1.3%						1 2.9%		
8.0%	1 1.3%		1 1.6%	1 2.0%			1 2.9%		
NO ANSWER	4	1	3	3	1	1	3	2	

(CONTINUED...)

1987 AHMA GOVERNMENT RELATIONS SURVEY
R MANUFACTURER'S REPRESENTATIVES
TABLE 2-1

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
	BASE	75	25	62	51	14	39	34	31	13
	MEAN	3.44	3.54	3.41	3.57	3.79	3.31	3.54	3.32	3.45
SIGMA		79	26	65	54	15	40	37	33	13
		99.9%	100.0%	99.9%	100.1%	100.0%	100.0%	99.8%	100.0%	100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	71 100.0%	25 100.0%	59 100.0%	48 100.0%	13 100.0%	37 100.0%	31 100.0%	28 100.0%	12 100.0%
.7%	1 1.4%		1 1.7%	1 2.1%			1 3.2%		
2.0%	1 1.4%		1 1.7%			1 2.7%			
3.0%	1 1.4%	1 4.0%	1 1.7%	1 2.1%		1 2.7%	1 3.2%	1 3.6%	1 8.3%
4.0%	2 2.8%	1 4.0%	2 3.4%	2 4.2%		1 2.7%	1 3.2%	1 3.6%	1 8.3%
5.0%	2 2.8%		1 1.7%	1 2.1%		2 5.4%	2 6.5%	2 7.1%	
6.0%	3 4.2%	1 4.0%	3 5.1%	1 2.1%		2 5.4%		2 7.1%	1 8.3%
6.4%	1 1.4%	1 4.0%		1 2.1%		1 2.7%			
6.5%	2 2.8%		2 3.4%	2 4.2%		1 2.7%			
7.0%	22 31.0%	10 40.0%	18 30.5%	15 31.3%	8 61.5%	10 27.0%	8 25.8%	6 21.4%	3 25.0%
7.2%	2 2.8%		2 3.4%	2 4.2%					
7.5%	2 2.8%		1 1.7%	1 2.1%		1 2.7%	1 3.2%	1 3.6%	
8.0%	20 28.2%	7 28.0%	16 27.1%	14 29.2%	3 23.1%	11 29.7%	8 25.8%	7 25.0%	3 25.0%
8.5%	1 1.4%						1 3.2%		

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
9.0%	5	2	5	3	1	3	3	4	1
	7.0%	8.0%	8.5%	6.3%	7.7%	8.1%	9.7%	14.3%	8.3%
9.9%	6	2	6	4	1	3	5	4	2
	8.5%	8.0%	10.2%	8.3%	7.7%	8.1%	16.1%	14.3%	16.7%
NO ANSWER	8	1	6	6	2	3	6	5	1
BASE	71	25	59	48	13	37	31	28	12
MEAN	7.29	7.33	7.29	7.24	7.61	7.19	7.43	7.50	7.23
SIGMA	79	26	65	54	15	40	37	33	13
	99.9%	100.0%	100.1%	100.3%	100.0%	99.9%	99.9%	100.0%	99.9%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	44 100.0%	17 100.0%	37 100.0%	31 100.0%	7 100.0%	26 100.0%	17 100.0%	17 100.0%	10 100.0%
.0%	1 2.3%		1 2.7%					1 5.9%	
.5%	2 4.5%	2 11.8%	2 5.4%	2 6.5%	1 14.3%	2 7.7%	2 11.8%	2 11.8%	1 10.0%
1.0%	1 2.3%		1 2.7%	1 3.2%		1 3.8%	1 5.9%	1 5.9%	
1.5%	1 2.3%		1 2.7%	1 3.2%				1 5.9%	
2.0%	11 25.0%	5 29.4%	11 29.7%	7 22.6%	2 28.6%	8 30.8%	4 23.5%	5 29.4%	3 30.0%
3.0%	14 31.8%	7 41.2%	11 29.7%	10 32.3%	1 14.3%	6 23.1%	5 29.4%	3 17.6%	3 30.0%
3.4%	1 2.3%		1 2.7%	1 3.2%			1 5.9%		
3.5%	3 6.8%		2 5.4%	3 9.7%	1 14.3%				
3.7%	1 2.3%		1 2.7%			1 3.8%			
4.0%	2 4.5%		1 2.7%	2 6.5%		2 7.7%	1 5.9%	1 5.9%	
4.5%	3 6.8%	1 5.9%	2 5.4%	2 6.5%	2 28.6%	3 11.5%	1 5.9%	2 11.8%	2 20.0%
5.0%	1 2.3%	1 5.9%	1 2.7%	1 3.2%		1 3.8%	1 5.9%	1 5.9%	1 10.0%
6.0%	1 2.3%		1 2.7%						

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
7.0%	1 2.3%					1 3.8%			
9.9%	1 2.3%	1 5.9%	1 2.7%	1 3.2%		1 3.8%	1 5.9%		
NO ANSWER	35	9	28	23	8	14	20	16	3
BASE	44	17	37	31	7	26	17	17	10
MEAN	3.06	3.02	2.88	3.01	2.86	3.20	3.05	2.38	2.95
SIGMA	79 100.1%	26 100.1%	65 99.9%	54 100.1%	15 100.1%	40 99.8%	37 100.1%	33 100.1%	13 100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	69 100.0%	24 100.0%	57 100.0%	47 100.0%	13 100.0%	36 100.0%	31 100.0%	27 100.0%	12 100.0%
.5%	1 1.4%	1 4.2%	1 1.8%	1 2.1%		1 2.8%	1 3.2%	1 3.7%	1 8.3%
2.0%	1 1.4%		1 1.8%	1 2.1%		1 2.8%	1 3.2%	1 3.7%	
4.0%	1 1.4%		1 1.8%			1 2.8%			
5.0%	1 1.4%		1 1.8%	1 2.1%		1 2.8%			
6.0%	4 5.8%	3 12.5%	4 7.0%	2 4.3%		3 8.3%	1 3.2%	3 11.1%	
6.5%	2 2.9%		2 3.5%	2 4.3%		1 2.8%	1 3.2%		
7.0%	7 10.1%		5 8.8%	4 8.5%	1 7.7%	3 8.3%	4 12.9%	1 3.7%	
7.5%	6 8.7%	3 12.5%	6 10.5%	2 4.3%	2 15.4%	5 13.9%	3 9.7%	3 11.1%	1 8.3%
8.0%	15 21.7%	3 12.5%	10 17.5%	9 19.1%	1 7.7%	6 16.7%	6 19.4%	6 22.2%	3 25.0%
8.5%	2 2.9%	1 4.2%	2 3.5%	2 4.3%	2 15.4%	1 2.8%		1 3.7%	2 16.7%
8.7%	1 1.4%		1 1.8%				1 3.2%	1 3.7%	1 8.3%
9.0%	11 15.9%	5 20.8%	8 14.0%	8 17.0%	3 23.1%	6 16.7%	3 9.7%	1 3.7%	1 8.3%
9.5%	3 4.3%	1 4.2%	3 5.3%	3 6.4%		2 5.6%	2 6.5%	2 7.4%	1 8.3%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
9.9%		14	7	12	12	4	5	8	7	2
		20.3%	29.2%	21.1%	25.5%	30.8%	13.9%	25.8%	25.9%	16.7%
NO ANSWER		10	2	8	7	2	4	6	6	1
	BASE	69	24	57	47	13	36	31	27	12
	MEAN	8.03	8.22	7.96	8.17	8.74	7.60	7.98	7.87	8.00
SIGMA		79	26	65	54	15	40	37	33	13
		99.6%	100.1%	100.2%	100.0%	100.1%	100.2%	100.0%	99.9%	99.9%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	63 100.0%	54 100.0%	15 100.0%	39 100.0%	37 100.0%	32 100.0%	13 100.0%
YES	62 80.5%	21 80.8%	49 77.8%	44 81.5%	11 73.3%	32 82.1%	29 78.4%	24 75.0%	8 61.5%
NO	11 14.3%	2 7.7%	10 15.9%	8 14.8%	2 13.3%	6 15.4%	6 16.2%	5 15.6%	3 23.1%
UNSURE	4 5.2%	3 11.5%	4 6.3%	2 3.7%	2 13.3%	1 2.6%	2 5.4%	3 9.4%	2 15.4%
NO ANSWER	2		2			1		1	
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 99.9%	40 100.1%	37 100.0%	33 100.0%	13 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78	26	64	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	50	13	40	35	9	24	25	19	9
	64.1%	50.0%	62.5%	64.8%	60.0%	60.0%	67.6%	57.6%	69.2%
NO	20	10	19	13	4	13	10	11	3
	25.6%	38.5%	29.7%	24.1%	26.7%	32.5%	27.0%	33.3%	23.1%
UNSURE	8	3	5	6	2	3	2	3	1
	10.3%	11.5%	7.8%	11.1%	13.3%	7.5%	5.4%	9.1%	7.7%
NO ANSWER	1		1						
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77	25	65	53	14	38	36	32	12
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	51	15	42	35	10	24	24	19	7
	66.2%	60.0%	66.7%	66.0%	71.4%	63.2%	66.7%	59.4%	58.3%
NO	18	8	14	12	1	11	7	9	3
	23.4%	32.0%	22.2%	22.6%	7.1%	28.9%	19.4%	28.1%	25.0%
UNSURE	8	2	7	6	3	3	5	4	2
	10.4%	8.0%	11.1%	11.3%	21.4%	7.9%	13.9%	12.5%	16.7%
NO ANSWER	2	1	2	1	1	2	1	1	1
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%

Q.3- HOW WOULD YOU ASSESS THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78	25	64	53	14	39	36	32	12
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTRICTIVE	1		1	1		1			
	1.3%		1.6%	1.9%		2.6%			
LENIENT	57	19	45	39	10	29	23	21	9
	73.1%	76.0%	70.3%	73.6%	71.4%	74.4%	63.9%	65.6%	75.0%
ABOUT RIGHT	20	6	18	13	4	9	13	11	3
	25.6%	24.0%	28.1%	24.5%	28.6%	23.1%	36.1%	34.4%	25.0%
NO ANSWER	1	1	1	1	1	1	1	1	1
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.4- WHAT IMPACT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
A SIGNIFICANT IMPACT	31 39.2%	6 23.1%	25 38.5%	19 35.2%	7 46.7%	11 27.5%	14 37.8%	9 27.3%	4 30.8%
A GROWING IMPACT	45 57.0%	19 73.1%	38 58.5%	33 61.1%	8 53.3%	28 70.0%	20 54.1%	22 66.7%	8 61.5%
MINOR OR NO IMPACT AT ALL	3 3.8%	1 3.8%	2 3.1%	2 3.7%		1 2.5%	3 8.1%	2 6.1%	1 7.7%
SIGMA	79 100.0%	26 100.0%	65 100.1%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.1%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	69	23	58	48	15	34	32	30	12
	87.3%	88.5%	89.2%	88.9%	100.0%	85.0%	86.5%	90.9%	92.3%
MODERATELY IMPORTANT	9	3	7	5		6	4	3	1
	11.4%	11.5%	10.8%	9.3%		15.0%	10.8%	9.1%	7.7%
NOT IMPORTANT	1			1			1		
	1.3%			1.9%			2.7%		
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
OVER-VALUED U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	52 100.0%	14 100.0%	39 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	36 46.8%	11 42.3%	26 40.6%	25 48.1%	7 50.0%	19 48.7%	16 43.2%	18 54.5%	6 46.2%
MODERATELY IMPORTANT	36 46.8%	14 53.8%	33 51.6%	22 42.3%	7 50.0%	18 46.2%	20 54.1%	15 45.5%	7 53.8%
NOT IMPORTANT	5 6.5%	1 3.8%	5 7.8%	5 9.6%		2 5.1%	1 2.7%		
NO ANSWER	2		1	2	1	1			
SIGMA	79 100.1%	26 99.9%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	31 39.2%	6 23.1%	24 36.9%	20 37.0%	4 26.7%	11 27.5%	13 35.1%	11 33.3%	2 15.4%
MODERATELY IMPORTANT	40 50.6%	18 69.2%	35 53.8%	27 50.0%	9 60.0%	25 62.5%	20 54.1%	21 63.6%	11 84.6%
NOT IMPORTANT	8 10.1%	2 7.7%	6 9.2%	7 13.0%	2 13.3%	4 10.0%	4 10.8%	1 3.0%	
SIGMA	79 99.9%	26 100.0%	65 99.9%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 99.9%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	53 100.0%	15 100.0%	40 100.0%	36 100.0%	31 100.0%	13 100.0%
VERY IMPORTANT	60 77.9%	21 80.8%	52 81.3%	39 73.6%	11 73.3%	32 80.0%	29 80.6%	26 83.9%	11 84.6%
MODERATELY IMPORTANT	15 19.5%	5 19.2%	11 17.2%	14 26.4%	4 26.7%	7 17.5%	6 16.7%	5 16.1%	2 15.4%
NOT IMPORTANT	2 2.6%		1 1.6%			1 2.5%	1 2.8%		
NO ANSWER	2		1	1			1	2	
SIGMA	79 100.0%	26 100.0%	65 100.1%	54 100.0%	15 100.0%	40 100.0%	37 100.1%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78 100.0%	26 100.0%	65 100.0%	53 100.0%	14 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	39 50.0%	15 57.7%	31 47.7%	19 35.8%	7 50.0%	20 50.0%	18 48.6%	15 45.5%	8 61.5%
MODERATELY IMPORTANT	33 42.3%	11 42.3%	29 44.6%	30 56.6%	7 50.0%	16 40.0%	14 37.8%	14 42.4%	4 30.8%
NOT IMPORTANT	6 7.7%		5 7.7%	4 7.5%		4 10.0%	5 13.5%	4 12.1%	1 7.7%
NO ANSWER	1			1	1				
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 99.9%	15 100.0%	40 100.0%	37 99.9%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	74	25	60	52	14	38	36	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	52	19	41	37	11	28	24	21	12
	70.3%	76.0%	68.3%	71.2%	78.6%	73.7%	66.7%	70.0%	92.3%
MODERATELY IMPORTANT	16	4	14	12	2	8	9	7	
	21.6%	16.0%	23.3%	23.1%	14.3%	21.1%	25.0%	23.3%	
NOT IMPORTANT	6	2	5	3	1	2	3	2	1
	8.1%	8.0%	8.3%	5.8%	7.1%	5.3%	8.3%	6.7%	7.7%
NO ANSWER	5	1	5	2	1	2	1	3	
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	99.9%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.6- THREE COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR YOUR COMPANY OR OTHER DOMESTIC CONSUMER HARDLINES PRODUCERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	52 100.0%	15 100.0%	40 100.0%	35 100.0%	33 100.0%	13 100.0%
TAIWAN	69 89.6%	24 92.3%	56 87.5%	48 92.3%	13 86.7%	37 92.5%	32 91.4%	29 87.9%	11 84.6%
JAPAN	51 66.2%	15 57.7%	44 68.8%	34 65.4%	9 60.0%	26 65.0%	23 65.7%	22 66.7%	9 69.2%
KOREA	49 63.6%	21 80.8%	39 60.9%	32 61.5%	10 66.7%	30 75.0%	23 65.7%	22 66.7%	8 61.5%
CHINA	23 29.9%	9 34.6%	21 32.8%	17 32.7%	3 20.0%	11 27.5%	10 28.6%	10 30.3%	4 30.8%
BRAZIL	10 13.0%	5 19.2%	9 14.1%	8 15.4%	2 13.3%	7 17.5%	4 11.4%	4 12.1%	3 23.1%
HONG KONG	4 5.2%	1 3.8%	4 6.3%	2 3.8%	1 6.7%	1 2.5%	1 2.9%	1 3.0%	2 15.4%
GERMANY	3 3.9%	1 3.8%	2 3.1%			2 5.0%			
MEXICO	1 1.3%		1 1.6%					1 3.0%	
ALL OTHER	9 11.7%	1 3.8%	7 10.9%	5 9.6%	3 20.0%	2 5.0%	4 11.4%	5 15.2%	1 7.7%
NO ANSWER	2		1	2			2		
SIGMA	221 284.4%	77 296.0%	184 286.0%	148 280.7%	41 273.4%	116 290.0%	99 277.1%	94 284.9%	38 292.3%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
PARENTAL AND DISABILITY LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	73 100.0%	23 100.0%	60 100.0%	50 100.0%	14 100.0%	36 100.0%	34 100.0%	29 100.0%	12 100.0%
VERY IMPORTANT (1)	14 19.2%	6 26.1%	11 18.3%	10 20.0%	5 35.7%	4 11.1%	4 11.8%	5 17.2%	3 25.0%
MODERATELY IMPORTANT (2)	24 32.9%	7 30.4%	22 36.7%	18 36.0%	5 35.7%	13 36.1%	13 38.2%	12 41.4%	4 33.3%
NOT IMPORTANT (3)	27 37.0%	9 39.1%	20 33.3%	16 32.0%	2 14.3%	17 47.2%	15 44.1%	10 34.5%	3 25.0%
NEED MORE INFORMATION	8 11.0%	1 4.3%	7 11.7%	6 12.0%	2 14.3%	2 5.6%	2 5.9%	2 6.9%	2 16.7%
NO ANSWER	6	3	5	4	1	4	3	4	1
BASE	65	22	53	44	12	34	32	27	10
MEAN	2.20	2.14	2.17	2.14	1.75	2.38	2.34	2.19	2.00
SIGMA	79 100.1%	26 99.9%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
DOUBLE BREASTING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	68	22	55	47	13	35	32	28	11
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	3	1	2	2	1		2	1	1
(1)	4.4%	4.5%	3.6%	4.3%	7.7%		6.3%	3.6%	9.1%
MODERATELY IMPORTANT	10	4	9	6	1	5	3	4	2
(2)	14.7%	18.2%	16.4%	12.8%	7.7%	14.3%	9.4%	14.3%	18.2%
NOT IMPORTANT	17	5	12	10	4	9	10	5	3
(3)	25.0%	22.7%	21.8%	21.3%	30.8%	25.7%	31.3%	17.9%	27.3%
NEED MORE INFORMATION	38	12	32	29	7	21	17	18	5
	55.9%	54.5%	58.2%	61.7%	53.8%	60.0%	53.1%	64.3%	45.5%
NO ANSWER	11	4	10	7	2	5	5	5	2
BASE	30	10	23	18	6	14	15	10	6
MEAN	2.47	2.40	2.44	2.44	2.50	2.64	2.53	2.40	2.33
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	99.9%	100.0%	100.1%	100.0%	100.0%	100.1%	100.1%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
OCCUPATIONAL DISEASE NOTIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	72	23	59	50	15	36	35	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	13	5	12	8	3	8	8	6	2
(1)	18.1%	21.7%	20.3%	16.0%	20.0%	22.2%	22.9%	20.0%	15.4%
MODERATELY IMPORTANT	24	8	18	19	7	13	15	11	6
(2)	33.3%	34.8%	30.5%	38.0%	46.7%	36.1%	42.9%	36.7%	46.2%
NOT IMPORTANT	16	3	12	9	2	7	6	6	2
(3)	22.2%	13.0%	20.3%	18.0%	13.3%	19.4%	17.1%	20.0%	15.4%
NEED MORE INFORMATION	19	7	17	14	3	8	6	7	3
	26.4%	30.4%	28.8%	28.0%	20.0%	22.2%	17.1%	23.3%	23.1%
NO ANSWER	7	3	6	4		4	2	3	
BASE	53	16	42	36	12	28	29	23	10
MEAN	2.06	1.88	2.00	2.03	1.92	1.96	1.93	2.00	2.00
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	99.9%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
INCREASE IN MINIMUM WAGE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	71	24	58	48	13	37	34	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	14	4	11	8	3	7	10	7	4
(1)	19.7%	16.7%	19.0%	16.7%	23.1%	18.9%	29.4%	23.3%	30.8%
MODERATELY IMPORTANT	27	6	23	23	5	14	8	10	4
(2)	38.0%	25.0%	39.7%	47.9%	38.5%	37.8%	23.5%	33.3%	30.8%
NOT IMPORTANT	28	13	22	16	5	15	16	13	5
(3)	39.4%	54.2%	37.9%	33.3%	38.5%	40.5%	47.1%	43.3%	38.5%
NEED MORE INFORMATION	2	1	2	1		1			
	2.8%	4.2%	3.4%	2.1%		2.7%			
NO ANSWER	8	2	7	6	2	3	3	3	
BASE	69	23	56	47	13	36	34	30	13
MEAN	2.20	2.39	2.20	2.17	2.15	2.22	2.18	2.20	2.08
SIGMA	79	26	65	54	15	40	37	33	13
	99.9%	100.1%	100.0%	100.0%	100.1%	99.9%	100.0%	99.9%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
POLYGRAPH PROHIBITION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	74 100.0%	24 100.0%	61 100.0%	51 100.0%	15 100.0%	37 100.0%	35 100.0%	30 100.0%	13 100.0%
VERY IMPORTANT (1)	13 17.6%	4 16.7%	12 19.7%	12 23.5%	2 13.3%	6 16.2%	5 14.3%	7 23.3%	2 15.4%
MODERATELY IMPORTANT (2)	15 20.3%	3 12.5%	11 18.0%	10 19.6%	5 33.3%	5 13.5%	7 20.0%	8 26.7%	3 23.1%
NOT IMPORTANT (3)	31 41.9%	11 45.8%	24 39.3%	18 35.3%	4 26.7%	20 54.1%	18 51.4%	12 40.0%	6 46.2%
NEED MORE INFORMATION	15 20.3%	6 25.0%	14 23.0%	11 21.6%	4 26.7%	6 16.2%	5 14.3%	3 10.0%	2 15.4%
NO ANSWER	5	2	4	3		3	2	3	
BASE	59	18	47	40	11	31	30	27	11
MEAN	2.31	2.39	2.26	2.15	2.18	2.45	2.43	2.19	2.36
SIGMA	79 100.1%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
CATASTROPHIC HEALTH INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	76 100.0%	25 100.0%	63 100.0%	52 100.0%	15 100.0%	38 100.0%	36 100.0%	31 100.0%	13 100.0%
VERY IMPORTANT (1)	37 48.7%	11 44.0%	29 46.0%	27 51.9%	5 33.3%	17 44.7%	11 30.6%	12 38.7%	6 46.2%
MODERATELY IMPORTANT (2)	18 23.7%	7 28.0%	16 25.4%	13 25.0%	6 40.0%	12 31.6%	14 38.9%	11 35.5%	5 38.5%
NOT IMPORTANT (3)	13 17.1%	4 16.0%	10 15.9%	7 13.5%	2 13.3%	4 10.5%	8 22.2%	5 16.1%	
NEED MORE INFORMATION	8 10.5%	3 12.0%	8 12.7%	5 9.6%	2 13.3%	5 13.2%	3 8.3%	3 9.7%	2 15.4%
NO ANSWER	3	1	2	2		2	1	2	
BASE	68	22	55	47	13	33	33	28	11
MEAN	1.65	1.68	1.66	1.57	1.77	1.61	1.91	1.75	1.46
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 99.9%	40 100.0%	37 100.0%	33 100.0%	13 100.1%